

MESSAGE FROM CITY LEADERSHIP



IVY R. TAYLOR *MAYOR*



SHERYL SCULLEY
CITY MANAGER



DISTRICT 1
ROBERTO TREVIÑO
COUNCILMAN

San Antonio has experienced a rapid resurgence of activity in the center city over the past decade ranging from the revitalization of parks and civic space to the redevelopment of underutilized assets in the downtown area. This new growth is the result of people choosing to live and work in an urban center that celebrates the past, present and future of a vibrant community. Therefore, it is with great excitement that the City of San Antonio has decided to offer an extremely unique opportunity to redevelop a historic property located in the heart of downtown.

The site of the former Continental Hotel at 322 West Commerce lies directly within the recently designated Zona Cultural and sits prominently along the western bank of San Pedro Creek. The building is highly representative of the many incredible historic properties that are scattered throughout the beautiful landscape of our center city. These assets are waiting for a chance to be re-imagined and reactivated.

The City has recognized the importance of fostering growth within the urban core and this offering is a continuation of that commitment. We look forward to reviewing ideas for the redevelopment of this historic asset and continuing the positive momentum of innovative growth in downtown San Antonio.

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RFI - FORMER CONTINENTAL HOTEL



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I. EXECUTIVE SUMMARY:

The City of San Antonio ("City"), through this Request for Interest ("RFI"), is seeking statements of interest to redevelop a City owned property located at 322 W. Commerce ("Property").

The City is interested in reviewing creative redevelopment concepts for the Property. The Property consists of an approximately 35,000 square foot historic building known as the former Continental Hotel and just over an acre of land. The hotel structure was built in 1890 and fronts both W. Commerce Street and San Pedro Creek.



The Property is located within the Central Business District in a prime location for redevelopment near major urban amenities, institutional assets, and employment centers. The building sits on a 17,860 square foot lot and is zoned D H HE (Downtown District, Historic District, Historic Exceptional). The adjacent 29,400 square foot parcel currently serves the building as a surface parking lot and is zoned D H (Downtown District, Historic District).

The Property is located in the Inner City Reinvestment Infill Policy (ICRIP) target area, and the #30 Westside Tax Increment Reinvestment Zone. It is also either adjacent to, or within walking distance from, key VIA Metropolitan Transit routes, multiple B-Cycle stations, the River Walk, and the San Pedro Creek Improvements project.

In addition to the existing resources in the immediate area, there are a number of new office and housing developments planned for completion over the next few years. These new developments will lead to an increase in the number of employees and residents working and living in the western section of downtown and should help drive the current foot traffic immensely.

In fact, according to a recently completed San Antonio Center City Retail Study, the area immediately surrounding the subject sites already has a worker density that is nearly 2.5 times greater than that of the entire center city and a significantly higher rate of office-using workers. These office workers typically have more disposable income and therefore hold a greater potential for retail spending, so demand for daytime and after-work retail services should naturally increase as employment and residential numbers rise even higher.



II. PROJECT BACKGROUND

Over the past few years, the western section of downtown San Antonio has become home to several projects with significant cultural and economic importance. These projects include the recent designation of 44 city blocks as San Antonio's *Zona Cultural* by the Texas Commission on the Arts and the commencement of the *San Pedro Creek Improvements Project*.

The purpose of the Zona Cultural is to support, develop and link concentrations of cultural, historic, commercial and entertainment experiences authentic to San Antonio. The many cultural assets that lie within this zone include Market Square, the Centro de Artes, San Fernando Cathedral, the Spanish Governor's Palace, the Alameda Theater, Casa Navarro and Main Plaza. A number of significant capital improvements projects, including the Commerce Street reconstruction project, will be used to enhance streetscape elements within the Zona Cultural area. The various projects include improvements to sidewalks, streets, lighting, traffic signals, landscaping, wayfinding, public art, and other important streetscape designs. These elements will serve to enhance the pedestrian experience and highlight the unique characteristics of the Zona Cultural.

The San Pedro Creek Improvements Project will transform 1.5 miles of channelized creek way into a premier linear park system that will be enjoyed by locals and visitors alike. Construction of the improvements will not only dramatically increase foot traffic along the creek, but it is also expected to generate over a billion dollars of new economic investment in the immediate area.









II. PROJECT BACKGROUND (CONT.)

In addition to these catalytic efforts, the western section of downtown has witnessed recent announcements for the development of San Antonio's first Class A office tower in three decades, the construction of a new Federal Courthouse, the addition of hundreds of new housing units, and the consolidation of over a thousand City jobs into a single office building. When these new projects are coupled with the assets that already surround the subject property, including City Hall, the Bexar County Courthouse, Municipal Plaza, the River Walk, the new downtown H-E-B, Frost Bank's current and future headquarters, Geekdom, the Children's Hospital of San Antonio, and many others, it is easy to understand the unique redevelopment opportunity that this site presents.

Finally, one of the key components to the recent surge of redevelopment in downtown San Antonio has been an increase in the levels of public investment. Since June of 2010, the City has assisted in the creation of 4,600 additional housing units representing over \$737 million in new investment. In addition to this commitment to housing, the City has substantially increased and leveraged public investment in center city infrastructure and amenities by committing \$93.5 million for projects that have improved urban parks, downtown streets, and cultural institutions. These investments represent a public commitment to increasing the cultural and economic opportunities provided by the center city. It is the hope of the City that the redevelopment of this historic asset will contribute to growth within the Zona Cultural and along San Pedro Creek in a thoughtful and meaningful manner.

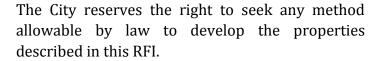






III. OBJECTIVES AND CONSIDERATIONS

The purpose of this Request for Interest (RFI) is for the City of San Antonio (City) to gather information regarding the level of interest in the properties described and should not be construed as a commitment or intent to enter into an agreement with a respondent or to obligate the City to issue a solicitation on their respective properties based upon this RFI or submissions received by any respondents.





The City will review submissions in response to this RFI and may identify qualified respondents to provide a more detailed concept framework, design and business plan. Preference may be given to a mixed use development that has a workforce housing component. Should the City select such a respondent(s), the parties may negotiate terms and conditions for redevelopment of the properties that will require vetting by any and all pertinent reviewing Boards or Committees, as well as any applicable community stakeholders.

The City may also negotiate development terms and financial conditions of a sale or long-term lease of the property with a selected respondent(s) to ultimately be considered by the governing boards of the City.

Additionally, should the City determine that a Request for Proposal (RFP) may be beneficial to the process then the City may issue such an RFP at any time.





IV. CITY DEVELOPMENT ASSISTANCE AND INCENTIVES

City policies have traditionally encouraged development in the center city and rewarded good urban design that incorporates mixed-use and mixed-income development. The City shall waive all development fees, as provided in the Inner City Reinvestment Infill Policy. The project may, contingent upon available funding and the nature of redevelopment, receive a waiver of certain impact fees. Additional incentives from the City, such as tax reimbursement grants, abatements and economic development grants are subject to negotiation.

The City may also assist development through the San Antonio Housing Trust Public Facility Corporation which works with developers to build affordable and mixed-income housing. This entity may assist with non-traditional development, to maintain and promote decent and affordable housing and, when possible, maximize the investment of other public and private resources.

V. GENERAL TERMS AND CONDITIONS

- 1. The purpose of this Request for Interest (RFI) is for the City of San Antonio (City) to gather information regarding the level of interest in the properties described and should not be construed as a commitment or intent to enter into an agreement with a respondent or to obligate the City to issue a solicitation on their respective properties based upon this RFI or submissions received by any respondents.
- **2.** The City will not be obligated to any Respondent as a result of this RFI. The City is not obligated for any cost incurred by any individual or team in the preparation of the <u>Request for Interest</u>. The City will not pay for any information herein requested nor be considered liable for any costs incurred by any individual or team.
- **3.** The City will review all information and recommendations received to assess our needs and define our requirements.
- **4.** Confidential or Proprietary Information: All Request for Interest responses become the property of the City upon receipt and will not be returned. Any information deemed to be confidential by Respondent should be clearly noted; however, the City cannot guarantee that it will not be compelled to disclose all or part of any public record under the Texas Public Information Act, since information deemed to be confidential by Respondent may not be considered confidential under Texas law, or pursuant to a Court order.
- **5.** The City welcomes the respondent to submit any pertinent information that the City should consider, including topics that the City has not included in this RFI.
- **6.** Changes to the RFI, made prior to the due date for proposals shall be made directly to the original RFI. Changes are captured by creating a replacement version each time the RFI is changed. It is Respondent's responsibility to check for new versions until the proposal due date. City will assume that all proposals received are based on the final version of the RFI as it exists on the day proposals are due. No oral statement of any person shall modify or otherwise change or affect the terms, conditions or specifications stated in the RFI.



VI. SUBMISSION INSTRUCTIONS

When submitting a response to this Request for Interest in person, visitors to City Hall must allow time for security measures. Visitors to City Hall will be required to enter through the east side of the building. The public will pass through a metal detector and x -ray machine located in the lobby. All packages, purses and carried items will be scanned during regular business hours of 7:45 a.m. to 4:30 p.m. After the public proceeds through the metal detector, they will sign in and receive a visitor's badge. For those that might require the use of a ramp, entry is available on the south side of the building (Dolorosa side). Security will meet the visitor in the basement with a hand scanner.

All proposals must be submitted in hard copy format only.

Submission of Hard Copy Responses

Respondent shall submit one (1) original, signed in ink, and seven (7) printed copies in a sealed package, as well as one (1) copy of the entire submittal in an Adobe PDF format on a compact disk (CD) or flash-drive in a sealed package, clearly marked with the project name "RFI: Former Continental Hotel" on the front of the package.

Responses must be received in the Office of the City Clerk no later than 2:00 p.m., Local Time, on Tuesday, May 24, 2016 at the address below. Any response or modification received after this time shall not be considered, and will be returned, unopened to the Respondent. Respondents should note that delivery to the P.O. Box address in a timely manner does not guarantee its receipt in the Office of the City Clerk by the deadline for submission. Therefore, Respondents should strive for early submission to avoid the possibility of rejection for late arrival.

Physical Address:
Office of the City Clerk
Attn: RFI, Former Continental Hotel
100 Military Plaza
1st Floor, City Hall
San Antonio, Texas 78205

Responses sent by facsimile or email will not be accepted.



VII. SUBMITTAL DOCUMENT REQUIREMENTS

Respondent's submittal shall include each of the items below in the following sequence:

Tab 1. Letter of Interest

A letter of interest that states the type(s) of contractual arrangement(s) including financial remittance that might be appropriate and best suited to meet the City objectives of redeveloping the subject Property.

Tab 2. Brief Company Description

Provide a brief company description to include the number of years in operation, level of expertise in services provided, financial status of company and relationship to any larger business entity. Joint partnerships with other companies will be considered in order to deploy the overall concept, however all entities will need to provide the information requested above.

Tab 3. Primary Contact Information

Provide contact information for the company representative who will respond to questions or requests from the City for additional information.

Tab 4. Vision for Redevelopment

Present an overall vision for how the proposed redevelopment will activate this area of downtown and provide needed amenities to the surrounding area. The vision should include a description of how the proposed development will complement the Zona Cultural and integrate with the San Pedro Creek Improvements Project.

Tab 5. Conceptual Plan

Create a conceptual plan for the overall development that includes a high level financial proforma, preliminary sketches of proposed design elements, and a marketing strategy.





VII. SUBMITTAL DOCUMENT REQURIMENTS (CONT.)

Tab 6. Operational Overview

Provide a description of how the new development will be operated and maintained.

Tab 7. Community Impact

Describe how elements of the proposed development will generate maximum economic and social returns that benefit the downtown area.

Tab 8. Development Timeline

Provide a high-level due diligence and construction schedule for the various phases of development.

Tab 9. Development Team Experience (limit to 10 pages)

Please provide relevant experience with respect to the coordination of similar development projects, clearly distinguishing the experience of the respondent (including joint ventures partners) from that of consultants and other team members.

- Project names and types;
- Locations, including addresses and photographs;
- Identification of development team and description of their work;
- Overall project size, mix of uses and tenants;
- ❖ Estimated development cost, and a brief explanation of the approach used to finance the project, naming financing sources and amount of debt and equity (to the extent possible). General description including role of development entity, public sector and community involvement, and unique challenges of the project; and
- ❖ The expertise of personnel, logistical resources, bonding capacity, and the ability to complete the qualifying project in a timely and professional manner.

Tab 10. Miscellaneous

Use this section to present additional information such as letters of recommendation, letters of interest from prospective lenders or tenants, additional information concerning the development team and other information that supports the team's qualifications. Respondent may also use this section to present any item cited or referenced in the statement of qualifications.



VIII. RESTRICTIONS ON COMMUNICATION

Once this RFI is released, Respondent is prohibited from communicating with City staff regarding this RFI or its Submittal, with the following exceptions:

Respondent is prohibited from communicating with elected City officials and their staff regarding this RFI or Respondent's submittal from the time this RFI has been released until the contract is posted as a City Council agenda item. Respondent is prohibited from communicating with City employees from the time this RFI has been released until the contract is awarded. These restrictions on communications extend to "thank you" letters, phone calls, emails and any contact that results in the direct or indirect discussion of this RFI and/or Respondent's submittal. Violation of this provision by Respondent, its agent(s), representative(s) and/or employee(s) may lead to disqualification of Respondent's submittal from consideration. Exceptions to the restrictions on communication with City employees include:

- 1. Respondents may ask verbal questions concerning this RFI at the Pre-Submittal Conference.
- 2. Respondents may submit written questions concerning this RFI to the City Staff contact listed below until **4:00 p.m. on Friday, May 6, 2016**. Questions received after this stated deadline shall not be answered. It is suggested that all questions be sent by electronic mail or by fax.

Questions sent by certified mail, return receipt requested, also shall be accepted and should be addressed to:

Clayton Hoelscher
Contract Coordinator
Contract Services
Transportation & Capital Improvements
P.O. Box 839966
San Antonio, TX 78283-3966
Clayton.Hoelscher@sanantonio.gov

3. Respondent shall provide responses to questions asked of it by the City staff after responses are received and opened. During interviews, if any, verbal questions and explanations shall be permitted. If interviews are conducted, Respondent shall not bring lobbyists. The City reserves the right to exclude any persons from such selection committee meetings it deems in its best interests.



IX. PRE-SUBMITTAL CONFERENCE

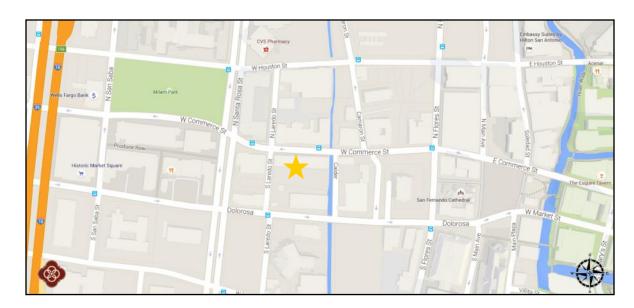
Pre-Submittal Conference will be held on Monday, April 25, 2016 at 4:00 p.m. in the Culture Commons room, located at 115 Plaza de Armas.

Attendance at the Pre-Submittal Conference is optional, but strongly encouraged. Respondents are encouraged to prepare and submit their questions in writing three (3) calendar days in advance of the Pre-Submittal Conference in order to expedite the proceedings.

City responses to questions received by this due date may be distributed at the Pre-Submittal Conference and posted on the City's website at http://www.sanantonio.gov/purchasing/biddingcontract/opportunities.aspx.

City Offices are wheel-chair accessible and auxiliary aids/services are available upon request. Assistance with Interpreters for the Deaf must be requested at least 48 hours prior to the meeting. For assistance, call (210) 207-7245 Voice/TTY.

Any oral responses provided by City staff at the Pre-Submittal Conference shall be preliminary. A written summary of the Pre-Submittal Conference shall contain official responses, if any. Any oral response given at the Pre-Submittal Conference that is not confirmed in the written summary of the Pre-Submittal Conference or by a subsequent addendum shall not be official or binding on the City. Only written responses shall be official and all other forms of communication with any officer, employee or agent of the City shall not be binding on the City.





X. SCHEDULE OF EVENTS*

*These dates are for informational purposes only and are subject to change by City in accordance with information received through the RFI process.

RFI Release	April 6, 2016
Pre-Submittal Conference	April 25, 2016
4:00 p.m.	1,511 20, 2010
Culture Commons	
115 Plaza de Armas	
Questions to RFI Due to City Staff Contact by 4:00 p.m.	May 6, 2016
Responses to RFI due to City Clerk at 2:00 p.m. 100 Military Plaza	May 24, 2016
Anticipated Issue of RFP to Short-Listed Respondents, if necessary	June 21, 2016
Anticipated Date for Detailed Submittals Due	August 15, 2016
Anticipated City Council Consideration	October 2016



XI. RESPONDENT INFORMATION

RESPODENT INFORMATION

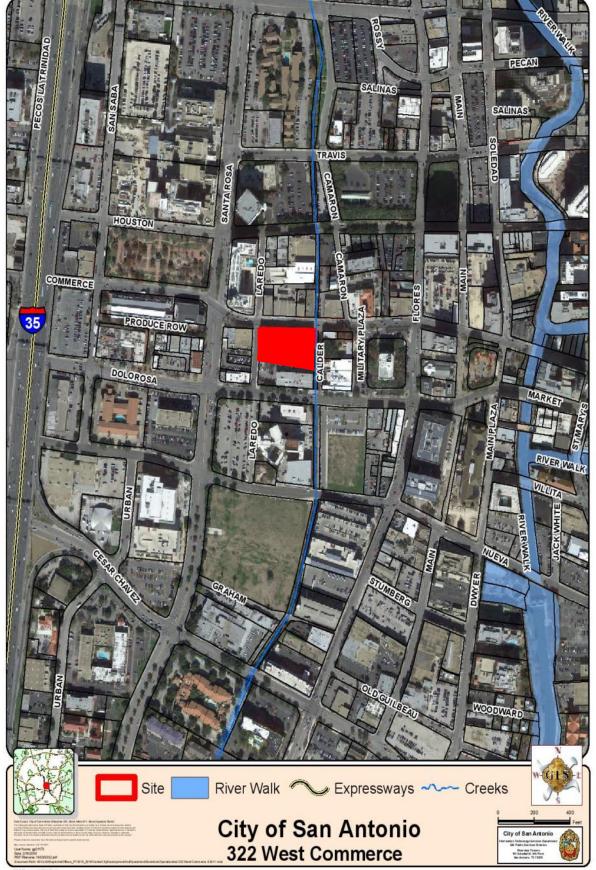
Provide the following information regarding the Respondent:

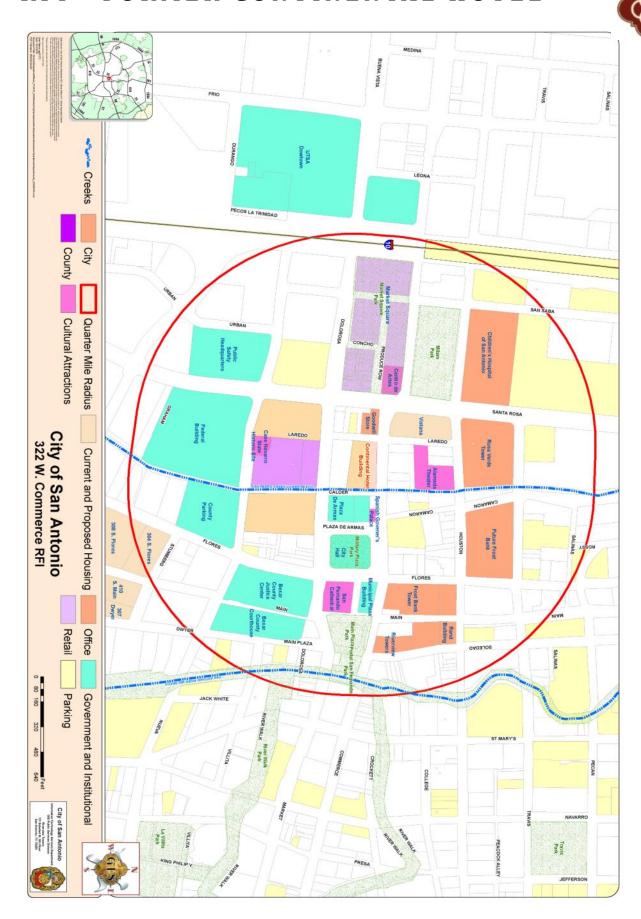
Respondent Name:	
(NOTE: Give exact legal	name.)
Principal Address:	
City:	State:
Zip Code:	
Telephone:	_ Fax:
Website address:	
PRIMARY CONTACT IN	FORMATION:
List the one person who posal or setting dates fo	the City may contact concerning your pro- r meeting.
Name:	Title:
Address:	
City:	State: Zip Code:
Office Phone:	Cell Phone:
Email address:	

EXHIBIT (A)

RFI - FORMER CONTINENTAL HOTEL



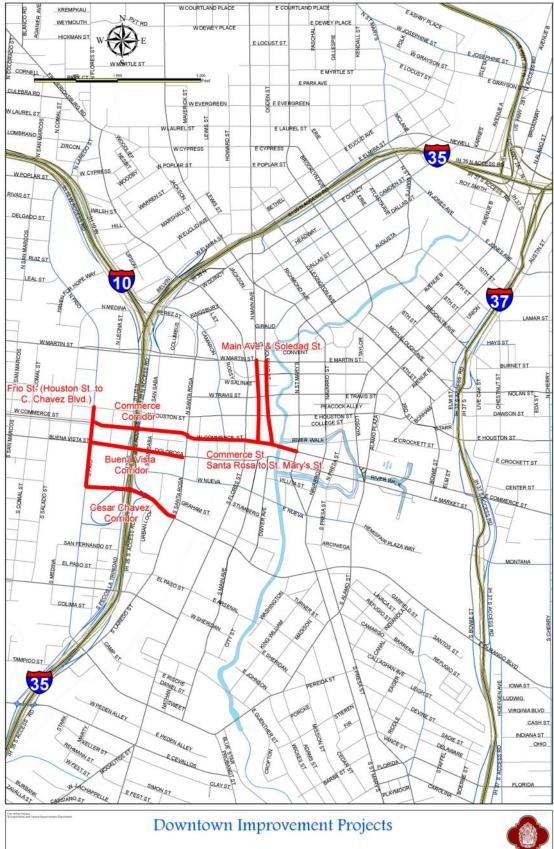




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RFI - FORMER CONTINENTAL HOTEL







RFI FOR CITY AND COUNTY REDEVELOPMENT PROPERTIES



SBEDA COMPLIANCE

The City of San Antonio, through City Ordinance No. 2010-06-17-0531 and as amended, has adopted and implemented a Small Business Economic Development Advocacy ("SBEDA") Program. Information regarding the SBEDA Ordinance may be found on the City's Economic Development Department (EDD) website and is also available in hard copy form upon request to the City. In accordance with the SBEDA Program, any contract(s) or agreement(s) entered into as a result of this solicitation shall be subject to the SBEDA Affirmative Procurement Initiative(s) and goal(s) as determined by the applicable SBEDA Goal Setting Committee. Upon selecting a Respondent or Respondents to negotiate the terms and conditions of a binding agreement, the selected Respondent or Respondent's proposal(s) shall be submitted to the Goal Setting Committee for determination regarding the applicability of an Affirmative Procurement Initiative(s), relative goal(s) and required date for return of a Subcontractor/Supplier Utilization Plan. Should the selected Respondent or Respondents be unable or unwilling to contractually commit to meet the goals set by the Goal Setting Committee, the City shall decline the Respondent or Respondents proposal(s) and may negotiate with the next favorable Respondent.